

A photograph of a classroom with several rows of metal-framed desks and chairs. In the background, there is a green chalkboard. Overlaid on the image is the text "Technical TRAINING Classroom" in a large, stylized font. "Technical" and "Classroom" are in a simple black font, while "TRAINING" is in a large, bold, red, italicized font.

Technical TRAINING Classroom

2020 Schedule

Governor's Coordinating
Offices

100 Community Place
1st Floor Training Room
Crownsville, MD 21032

goMDsmallbiz.maryland.gov

The Governor's Office of Small, Minority & Women Business Affairs is pleased to host the 2019 Technical Training Classroom.

This series of FREE classes cover a broad range of topics designed to help small, minority, women, and veteran business owners improve managerial efficiency and gain an insightful understanding of the government contracting arena.

Maryland is OPEN for Business and we're excited to offer the Technical Training Classroom in collaboration with state agencies, business resource organizations, and small business entrepreneurs.

All sessions are held on the 4th Tuesday of each month at the Governor's Coordinating Offices in Crownsville, Maryland. Registration and parking are free. Come prepared to take notes and network with other small business owners.

Topics are subject to change. For the most current listing, visit the Technical Training Classroom page of our website at goMDsmallbiz.maryland.gov.

January 28, 2020

10 am – *Prime Contracting in the Small Business Reserve (SBR) Program*
2 pm – *MBE Rights & Responsibilities*

February 25, 2020

10 am – *State Procurement 101*
2 pm – *Perfecting Your Capability Statement*

March 24, 2020

10 am – *Financial Management Techniques*
2 pm – *Evaluating Contract Costs in the Government Sector*

April 28, 2020

10 am – *Federal Contracting 101*
2 pm – *State Procurement 101*

May 26, 2020

10 am – *Proposal Writing Basics*
2 pm – *Why They Buy: Uncovering Buying Behaviors*

June 23, 2020

10 am – *Cash Flow Management Techniques*
2 pm – *Navigating eMaryland Marketplace Advantage (eMMA)*

July 28, 2020

10 am – *How to Win More State Contracts*
2 pm – *Build Profitability & Stability in the State Contracting Arena*

August 25, 2020

10 am – *Perfecting Your Capability Statement*
2 pm – *Prime Contracting in the Small Business Reserve (SBR) Program*

September 22, 2020

10 am – *State Procurement 101*
2 pm – *Federal Contracting 101*

October 27, 2020

10 am – *Proposal Writing Basics*
2 pm – *Price Analysis in Government Contracting*

November 24, 2020

10 am – *Navigating eMaryland Marketplace Advantage (eMMA)*
2 pm – *MBE Rights & Responsibilities*

**Seating is limited.
Advance registration is
required for all classes.**